## WHAT IS CLAIMED IS:

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- 1. A lead-free joining material, comprising:
- (a) a core part including zinc and tin as major components and at least any oneof bismuth and germanium as an additive element; and
  - (b) a surface layer covering the core part and including the major components and the additive element, the surface layer including;
    - (i) a solid-solution phase in which a concentration of the additive element is higher than a concentration of the additive element in the core part, and the concentration of the additive element in the solid-solution phase is in a range of 0.6 to 4.0 % by weight; and
    - (ii) a needle crystal which is dispersed in the solid-solution phase and includes the zinc as a main component.
- 15 2. The lead-free joining material according to claim 1,

wherein the concentration of the additive element in the core part is in a range of 0.3 to 1.0 % by weight.

- 3. The lead-free joining material according to claim 1,
- wherein the surface layer has a depth of at least 2 ,,m from an outermost surface.
  - 4. The lead-free joining material according to claim 1,

wherein the lead-free joining material is a particle which is substantially spherical.

5. The lead-free joining material according to claim 1,

wherein an average concentration of the additive element in the whole lead-free joining material is in a range of 0.6 to 1.0 % by weight.

- 5 6. A lead-free solder paste, comprising:
  - (A) a lead-free joining material, including:
    - (a) a core part including zinc and tin as major components and at least any one of bismuth and germanium as an additive element; and
    - (b) a surface layer covering the core part and including the major components and the additive element, the surface layer including;
      - (i) a solid-solution phase in which a concentration of the additive element is higher than a concentration of the additive element in the core part, and the concentration of the additive element in the solid-solution phase is in a range of 0.6 to 4.0 % by weight; and
      - (ii) a needle crystal which is dispersed in the solid-solution phase and includes the zinc as a main component; and
  - (B) a flux.

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- 7. The lead-free solder paste according to claim 6,
- wherein the concentration of the additive element in the core part is in a range of 0.3 to 1.0 % by weight.
  - 8. The lead-free solder paste according to claim 6,

wherein the surface layer has a depth of at least 2 "m from an outermost 25 surface.

9. The lead-free solder paste according to claim 6,

wherein the lead-free joining material is a particle which is substantially spherical.

5 10. The lead-free solder paste according to claim 6,

wherein an average concentration of the additive element in the whole lead-free joining material is in a range of 0.6 to 1.0 % by weight .

11. A joining method using a lead-free joining material, comprising:

coating a solder paste to a connection, the solder paste being formed by blending the lead-free joining material and a flux, and

reflowing the solder paste,

wherein the lead-free joining material includes:

- (a) a core part including zinc and tin as major components and at least any one of bismuth and germanium as an additive element; and
- (b) a surface layer covering the core part and including the major components and the additive element, the surface layer including;
  - (i) a solid-solution phase in which a concentration of the additive element is higher than a concentration of the additive element in the core part, and the concentration of the additive element in the solid-solution phase is in a range of 0.6 to 4.0 % by weight; and
  - (ii) a needle crystal which is dispersed in the solid-solution phase and includes the zinc as a main component.
- 12. The joining method according to claim 11,

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wherein the concentration of the additive element in the core part is in a range of 0.3 to 1.0 % by weight .

13. The joining method according to claim 11,

5 wherein the surface layer has a depth of at least 2 "m from an outermost surface.

14. The joining method according to claim 11,

wherein the lead-free joining material is a particle which is substantially spherical.

15. The joining method according to claim 11,

wherein an average concentration of the additive element in the whole lead-free joining material is in a range of 0.6 to 1.0 % by weight.

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16. A joining method using a lead-free joining material, comprising:

placing the lead-free joining material on a connection pre-coated with a flux; and

reflowing the flux and the lead-free joining material,

wherein the lead-free joining material includes:

- (a) a core part including zinc and tin as major components and at least any one of bismuth and germanium as an additive element; and
- (b) a surface layer covering the core part and including the major components and the additive element, the surface layer including;
  - (i) a solid-solution phase in which a concentration of the additive element is higher than a concentration of the

additive element in the core part, and the concentration of the additive element in the solid-solution phase is in a range of 0.6 to 4.0 % by weight; and

(ii) a needle crystal which is dispersed in the solid-solution phase and includes the zinc as a main component.

17. The joining method according to claim 16,

wherein the concentration of the additive element in the core part is in a range of 0.3 to 1.0 % by weight .

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18. The joining method according to claim 16,

wherein the surface layer has a depth of at least 2 "m from an outermost surface.

15 19. The joining method according to claim 16,

wherein the lead-free joining material is a particle which is substantially spherical.

- 20. The joining method according to claim 16,
- wherein an average concentration of the additive element in the whole lead-free joining material is in a range of 0.6 to 1.0 % by weight.